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caution readers of this presentation not to place undue reliance on these forward-looking statements as several factors could cause future Group results to differ materially from these targets.

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When relying on forward-looking statements to make decisions, investors should carefully consider the aforementioned factors as well as other uncertainties and events.



# **Group Business Update.**

#### **Balance Sheet Transformation**

- ✓ Visible, long-term earnings streams from operations
- €670m Group liquidity (as of June 2024) and a solid capital structure, provide enhanced flexibility for strategic investments and/or shareholder rewards
- ▲ €174m capital return (€0.5/share) implemented in July '24
- Active management of liquidity generating substantial interest income

#### **Transactions**

#### **RES**

A Remaining 25% of Anemos RES sold to MORE for €123.5m (equity) in January 2024

#### **Environment**

SPA for the sale of a 94.44% stake in Helector to Motor Oil Group signed on 3.7.2024, for an equity consideration of €114.7m. Following the approval by the EGM of 8.7.2024, completion of the transaction is subject to clearance by the Competition Commission and all necessary legal approvals and licenses.

#### **REDS**

 Following company's request, delisting of shares approved by HCMC, with effective date 21.6.2024

# **ELLAKTOR** GROUP

#### **Business Outlook**

#### Concessions

- Substantial PPP and Concessions pipeline offers ample prospects for participation in forthcoming tenders.
- Platform value backed by adequate liquidity and extensive expertise and know-how.
- Existing concession projects are forecast to generate in excess of €1bn in total dividend inflows throughout the respective contractual terms.
- Targeting participation in PPP and Concession projects with a combined value of approximately €6bn, either independently or through joint ventures.

#### **Real Estate**

 Maturing of existing projects gains traction, while exploring new opportunities in the hospitality sector

In compliance with IFRS 5 ('Non-current Assets Held for Sale and Discontinued Operations'):

- The book values of assets and liabilities for all companies in the Environment segment were classified as 'Held for Sale' as of June 30, 2024.
- Financial information is reported separately for Discontinued Operations (D.O.) and Continuing Operations (C.O.).
- In 2023, D.O. includes Construction and, for comparability, the Environment segment, while in 2024, D.O. includes only the Environment segment.

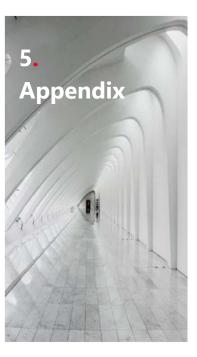
## **Contents.**















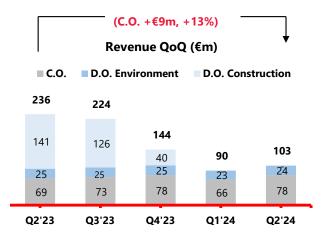
# **Financial Highlights.**

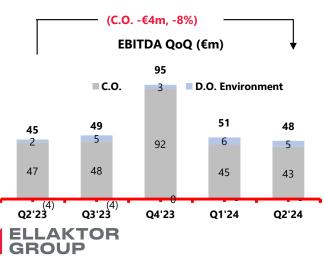
- **1. H1'24 C.O. Revenue at €145m,** 6% higher compared to the same period last year.
- 2. H1'24 C.O. EBITDA at €89m, stable YoY (Group EBITDA at €100m). C.O. EBITDA margin at 61%.
- 3. H1'24 C.O. Pre-tax Profit at €55.7m vs. €40.9m during H1'23. C.O. Net Income at €40.4m vs. €28.7m in H1'23

- **4. Group Net Cash**<sup>(1)</sup>: **€458m** vs. Net Cash<sup>(2)</sup> equal to €302m at the end of 2023.
- **5. Equity attributable to shareholders** at **€748m** (~40% of total assets), or **€2.15 per share**
- **6.** H1'24 C.O. Operating Cash Flow at €65.5m, compared to €74.9m during the same period last year.



## H1'24 Group Revenue & EBITDA.





	€m	H1'23	H1'24	Δ%	Q2'23	Q2'24	Δ%
nue	Concessions	135.0	144.4	7%	70.8	78.0	10%
a a	Real Estate	4.9	-	(100%)	2.5	-	(100%)
~	Other	0.7	0.4	(40%)	0.4	0.3	(38%)
	Eliminations	(4.4)	(0.1)	99%	(4.3)	(0.0)	99%
	Continuing Operations	136.2	144.7	6%	69.4	78.2	13%
	Discontinued Operations *	304.6	47.9	(84%)	166.2	24.5	(85%)
	Total	440.8	192.7	(56%)	235.6	102.7	(56%)

€m	H1'23	H1'24	Δ%	Q2'23	Q2'24	Δ%
Concessions	84.9	101.3	19%	43.9	53.5	22%
Real Estate	8.6	(1.6)	<(100%)	6.9	(1.0)	<(100%)
Other	(5.5)	(10.9)	(98%)	(3.7)	(9.0)	<(100%)
Continuing Operations	88.1	88.9	1%	47.1	43.4	(8%)
Discontinued Operations *	(3.4)	10.8	>100%	(1.8)	5.0	>100%
Total	84.6	99.6	18%	45.3	48.4	7%
EBITDA Margin % C.O.	65%	61%		68%	55%	
EBITDA Margin %	19%	52%		19%	47%	
	Concessions  Real Estate  Other  Continuing Operations  Discontinued Operations *  Total  EBITDA Margin % C.O.	Concessions  Real Estate  Other  Continuing Operations  Discontinued Operations *  Total  EBITDA Margin % C.O.  84.9  8.6  (5.5)  88.1  (3.4)  84.6	Concessions         84.9         101.3           Real Estate         8.6         (1.6)           Other         (5.5)         (10.9)           Continuing Operations         88.1         88.9           Discontinued Operations *         (3.4)         10.8           Total         84.6         99.6           EBITDA Margin % C.O.         65%         61%	Concessions       84.9       101.3       19%         Real Estate       8.6       (1.6)       <(100%)         Other       (5.5)       (10.9)       (98%)         Continuing Operations       88.1       88.9       1%         Discontinued Operations *       (3.4)       10.8       >100%         Total       84.6       99.6       18%         EBITDA Margin % C.O.       65%       61%	Concessions         84.9         101.3         19%         43.9           Real Estate         8.6         (1.6)         <(100%)         6.9           Other         (5.5)         (10.9)         (98%)         (3.7)           Continuing Operations         88.1         88.9         1%         47.1           Discontinued Operations *         (3.4)         10.8         >100%         (1.8)           Total         84.6         99.6         18%         45.3           EBITDA Margin % C.O.         65%         61%         68%	Concessions         84.9         101.3         19%         43.9         53.5           Real Estate         8.6         (1.6)         <(100%)         6.9         (1.0)           Other         (5.5)         (10.9)         (98%)         (3.7)         (9.0)           Continuing Operations         88.1         88.9         1%         47.1         43.4           Discontinued Operations *         (3.4)         10.8         >100%         (1.8)         5.0           Total         84.6         99.6         18%         45.3         48.4           EBITDA Margin % C.O.         65%         61%         68%         55%

<sup>\*</sup> Construction & Environment

# Segments: Business Update.

#### **CONCESSIONS**

- Traffic for H1'24 was higher 5.7% y-o-y in Attiki Odos and
   5.3% y-o-y in the rest of the highways
- The €42.5m Thermaiki Odos claim was collected in Feb'24
- Actively participating in the various stages of numerous PPPs and Concessions (buildings, dams, irrigation), targeting a total market of more than €6bn
- Closely monitoring the secondary market for likely transactions meeting minimum profitability criteria

#### **REAL ESTATE**

- Strong liquidity and financial flexibility enable efficient execution of Cambas and Gournes developments.
- Following the sale of Smart Park, the Group retains 25 acres of adjacent land for potential unified development.
- Recent expansion to the hospitality sector via a 25-year lease of a 40-keys city hotel in Kifissias avenue

#### **ENVIRONMENT (Discontinued Operations)**

- During H1'24:
  - □ A €12.5m contract was signed in Germany relating to a project for the composting of pre-select organic waste
  - Signing of a €3.9m contract for the execution of the project "Construction of a Cell for the Sanitary Landfill of Saline Slag"
- Post 30.06.2024:
  - □ Signed contracts for the provision of hazardous waste management Services for Healthcare Units. The **budget** corresponding to the company amounts to **€37m**
  - □ Signed €6.0m contracts for extending the provision of services for the Waste Processing and Disposal Facilities for the Larnaca – Famagusta Districts, with a new expiration date of 26.01.25.
  - Decision to activate a 1-year option regarding the contract for the "Upgrade and Operation of the Ano Liosia Mechanical Treatment Facility (MBT) and its transformation into a 'Green Factory'," with an estimated total value of €14.4m.



# 2. Key Financial Figures





# Consolidated P&L - IFRS 5.

	Continuing Operations			Discontinued Operations			Total		
€m	H1'23	H1'24	Δ%	H1'23	H1'24	Δ%	H1'23	H1'24	Δ%
Net sales	136.2	144.7	6%	304.6	47.9	(84%)	440.8	192.7	(56%)
Cost of Sales*	(41.3)	(40.5)	2%	(294.0)	(32.3)	89%	(335.2)	(72.8)	78%
Gross profit	95.0	104.2	10%	10.6	15.6	47%	105.6	119.8	14%
Selling & Admin. expenses*	(18.5)	(20.9)	(13%)	(15.0)	(5.4)	64%	(33.5)	(26.3)	21%
Other income & Other gain/(loss)*	8.8	3.2	(64%)	1.0	0.6	(45%)	9.8	3.7	(62%)
Share of profit/(loss) from associates	2.8	2.4	(13%)	(0.0)	(0.0)	91%	2.7	2.4	(12%)
EBITDA	88.1	88.9	1%	(3.4)	10.8	>100%	84.6	99.6	18%
EBITDA Margin (%)	65%	61%		(1%)	22%		19%	52%	
Depreciation/Amortization	(35.1)	(31.7)	10%	(3.1)	(2.0)	35%	(38.2)	(33.7)	12%
Operating results	53.0	57.2	8%	(6.6)	8.7	>100%	46.4	65.9	42%
Income from dividends	0.9	1.1	19%	-	-	-	0.9	1.1	19%
Financial income & (expenses)	(13.0)	(2.6)	80%	(4.5)	0.6	>100%	(17.5)	(1.9)	89%
Profit/(Loss) before tax	40.9	55.7	36%	(11.1)	9.4	>100%	29.8	65.1	>100%
Income tax	(12.2)	(15.3)	(26%)	(4.8)	(2.9)	38%	(16.9)	(18.2)	(8%)
Net profit/(loss)	28.7	40.4	41%	(15.8)	6.4	>100%	12.9	46.8	>100%



# **Consolidated Balance Sheet (IFRS 5).**

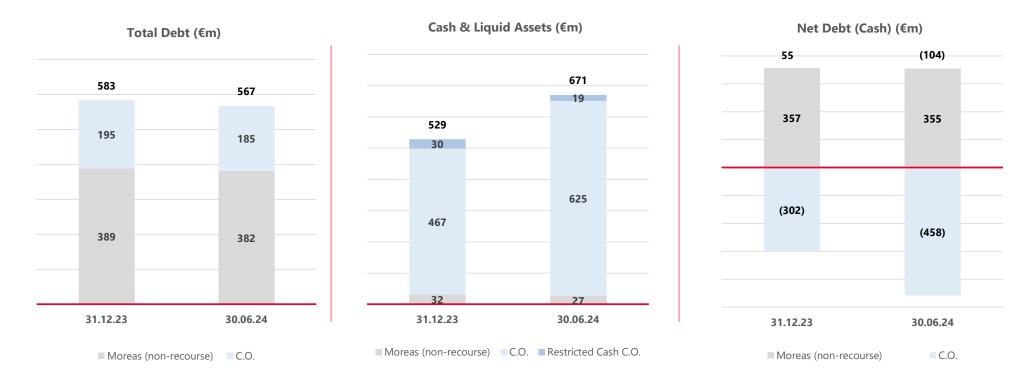
€m	Dec.'23	Jun.'24	Δ%
PPE, Intangible assets & Investment Property	448.7	389.6	(13%)
Investment in subsidiaries, associates and JVs	84.0	73.8	(12%)
Financial assets at amortized cost and at FV through OCI*	111.9	235.6	>100%
State financial contribution*	216.1	178.3	(18%)
Receivables*	404.8	262.7	(35%)
Other non-current assets	48.6	43.6	(10%)
Other current assets	5.6	4.3	(23%)
Time deposits over 3 months	190.0	201.8	6%
Cash (incl. restricted cash)	352.8	339.5	(4%)
Assets classified as held for sale	122.3	185.4	52%
Total Assets	1,984.7	1,914.5	(4%)

€m	Dec.'23	Jun.'24	Δ%
Equity excl. non-controlling interests	896.6	748.2	(17%)
Non-controlling interests	78.1	31.7	(59%)
Equity	974.7	779.9	(20%)
Total borrowings	601.4	567.0	(6%)
Lease liabilities*	63.0	60.4	(4%)
Trade and other payables	107.8	273.2	>100%
Current income tax liabilities	23.7	23.4	(1%)
Dividends payable	0.0	0.0	0%
Other current provisions	86.2	52.9	(39%)
Derivative financial instruments	52.2	37.9	(27%)
Other non-current liabilities	75.9	60.4	(20%)
Liabilities classified as held for sale	0.0	59.5	nc
Total liabilities	1,010.1	1,134.6	12%
Total Equity and Liabilities	1,984.7	1,914.5	(4%)



<sup>\*</sup> Including current and non-current.

# **Group**<sup>(1)</sup> **Net Debt Breakdown.**



- (1) For comparability purposes Debt and Cash items have been adjusted as of 31.12.23 to reflect Environment (D.O.)
- Lease liabilities (IFRS 16) excluded throughout.



# Consolidated Cash Flow (IFRS 5).

€m	H1'23	H1'24	Δ%
Cash and equivalents at start of period	413.5	302.9	(27%)
CFs from Operating Activities (C.O.)	74.9	65.5	(13%)
CFs from Operating Activities (D.O.)	(73.9)	3.6	>100%
<b>Total CFs from Operating Activities</b>	1.0	69.1	>100%
CFs from Investment Activities (C.O.)	(1.1)	(16.4)	<(100%)
CFs from Investment Activities (D.O.)	(1.1)	7.9	> 100%
Total CFs from Investment Activities	(2.2)	(8.4)	<(100%)
CFs from Financing Activities (C.O.)	(11.0)	(27.7)	<(100%)
CFs from Financing Activities (D.O.)	(15.8)	(1.5)	91%
Total CFs from Financing Activities	(26.7)	(29.1)	(9%)
Net increase / (decr.) in cash & equivalents	(28.0)	31.5	>100%
Exchange differences in cash & eq.	(0.2)	(0.0)	99%
Cash and equivalents at end of period	385.3	334.4	(13%)
-of which (D.O.)	42.0	31.4	(25%)

D.O. historically comparable

#### CF from Investment Activities

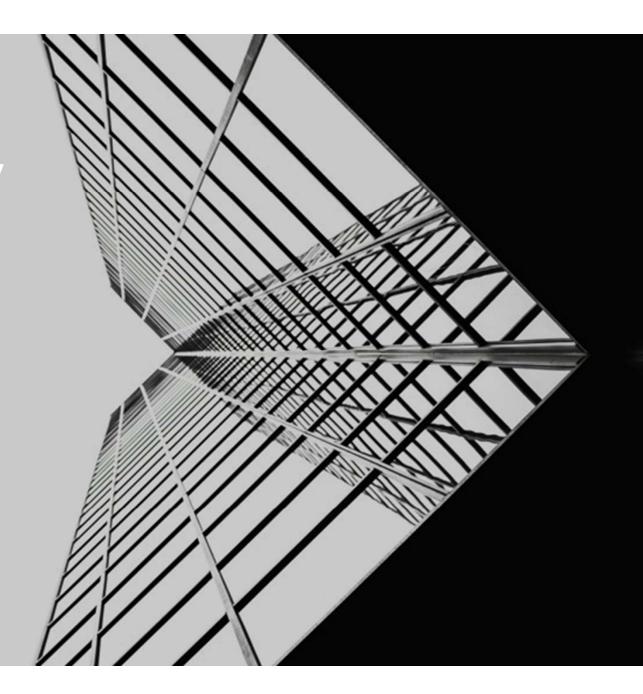
- Outflow of €65.2m for the acquisition of additional shares of REDS SA
- Net outflow of €126.1m from the purchase of financial assets (liquidity instruments)
- Inflow of €123.5m from the sale of associate company ANEMOS RES.
- Inflow of €21.3m of loan repaid from THERMAIKI ODOS SA to subsidiary AKTOR Concessions and €36.5m repaid from AKTOR SA to ELLAKTOR and subsidiaries.

#### CF from Financing Activities

- Loan repayments of €25.6m (mainly AKTOR Concessions: €13m, Moreas: €9.2m, Helector: €1.3m).
- Dividend distribution to Attiki Odos minorities amounting to €14.4m.
- Decrease in restricted cash €11m.



# 3. Financial Performance by Segment

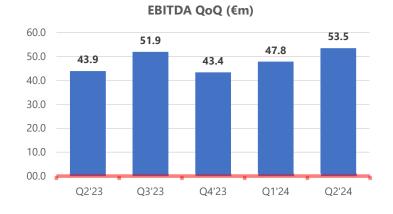




#### Concessions.

- H1'24 Revenues 7% higher y-o-y at €144m driven by strong traffic growth across motorways (+5.7% in AO)
- EBITDA up 19.3% YoY to €101m, on account of contained opex, higher contribution by affiliates consolidated with the equity method and certain base effects.
- Thermaiki Odos claim successfully resolved in 2024, resulting in a €42.5m collection for Aktor Concessions

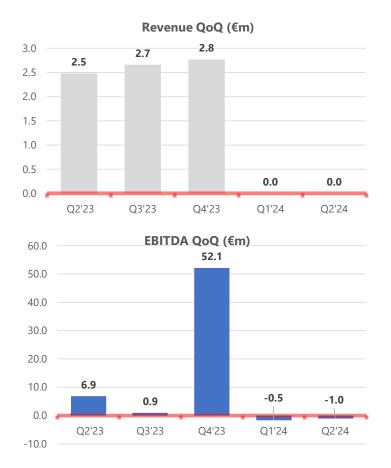






### **Real Estate.**

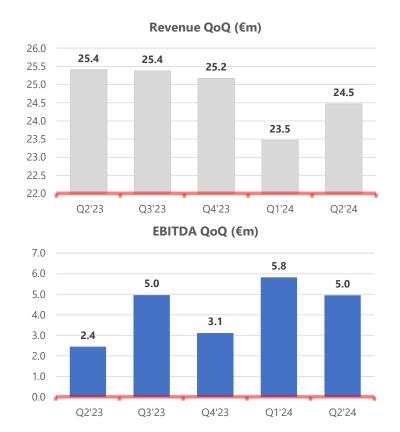
 Total available liquidity at €60.9m as of 30.06.24, facilitating the smooth execution of the 2 large development projects





# **Environment (D.O.).**

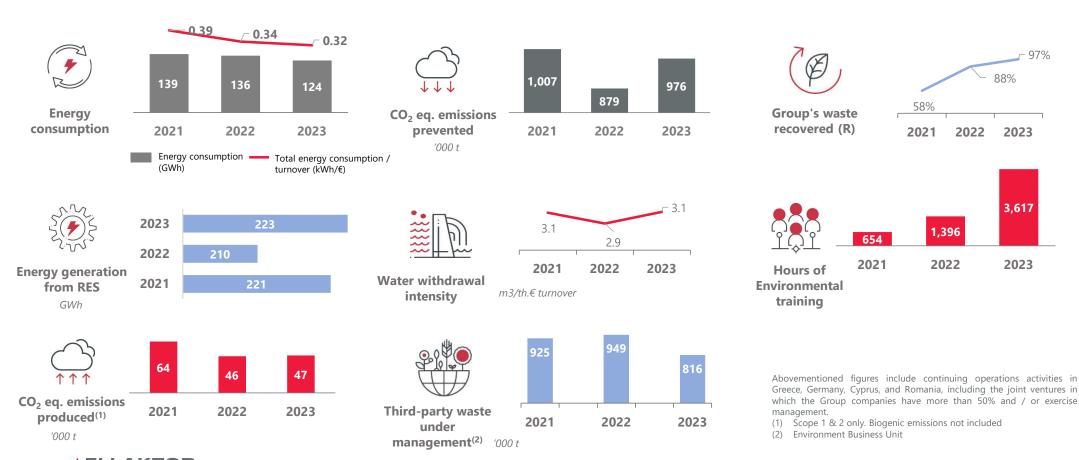
- Turnover for H1'24 dropped slightly by 3% to €48m, as a blended result of:
  - Lower input volumes and gate fees in the Larnaca project
  - A reduced pace of execution of construction contracts
  - Lower DAM energy prices
  - Higher recyclable selling prices
- **H1'24 EBITDA** surged 76% to €10.8m, mostly for the same reasons, also positively impacted by reduced Opex.
- Construction backlog as of 30.06.24: €82.7m
- O&M backlog as of 30.06.24: €30m



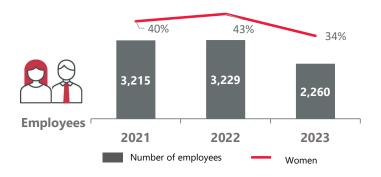




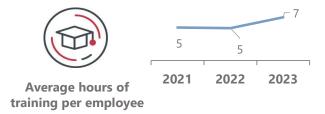
# **2023 ESG Footprint - Environment.**



# **2023 ESG Footprint - Social.**

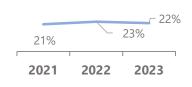


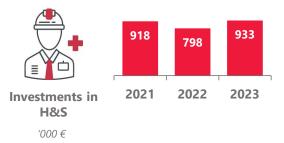




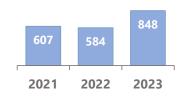


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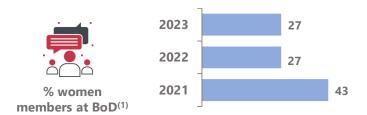




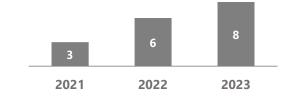




# **2023 ESG Footprint - Governance.**













% of supplies acquired from local suppliers



Abovementioned figures include continuing operations activities in Greece, Germany, Cyprus, and Romania, including the joint ventures in which the Group companies have more than 50% and / or exercise management. (1) BOD composition at ELLAKTOR level as of 11.01.2024



#### 2023 ESG Achievements.

E



Disclosed for the first time environmental data for climate change through CDP achieving rating of B Identified, assessed and disclosed the impact of climate-related factors on financial performance in alignment with TCFD

Set near-term Group wide emission reductions in line with the Science Based Targets initiative (SBTi)

S



Launched the new CSR initiative 'Whole Living' comprising 4 main pillars: Living Green, Smart, Well and Together

Designed and launched the educational action plan for Sustainable Development issues Realized 2 public awareness ESG initiatives, with the participation of more than 1,800 persons from local communities

G



Implementation of an Enterprise Risk Management System 5 Committees for the optimal operation of the Group's procedures

Risk assessment of business partners using ESG criteria

Adopted targets of UN Global Compact "Forward Faster" initiative

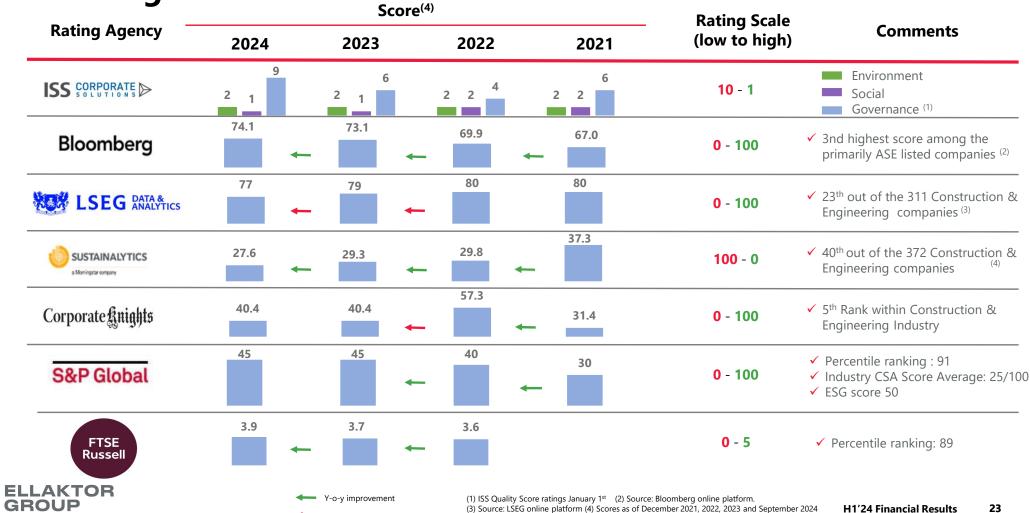
Achieved ATHEX "ESG Transparency Score" of 95%

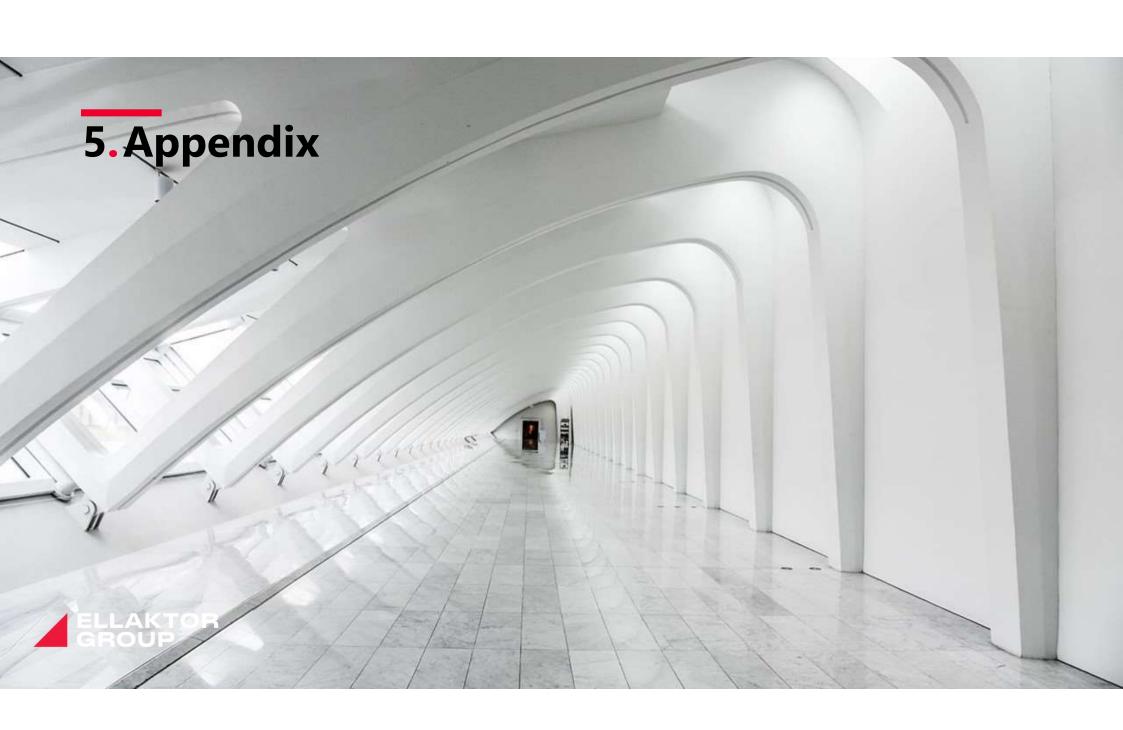
Included in MSCI Greece Small Cap Index

Signed the Diversity Charter for Greek Businesses



# **ESG** Ratings.





# P&L by Segment H1'24.

H1'24 in €m	Concessions	Real Estate	Other	Elimin.	Continuing Operations	Discontinued Operations**	Total
Net sales	144.4	•	0.4	(0.1)	144.7	47.9	192.7
Cost of Sales*	(40.3)	-	(0.2)	-	(40.5)	(32.3)	(72.8)
Gross profit	104.1	•	0.2	(0.1)	104.2	15.6	119.8
Selling & Administrative expenses*	(7.7)	(1.6)	(11.8)	0.1	(20.9)	(5.4)	(26.3)
Other income & Other gain/(losses)*	3.8	(0.0)	(0.6)	(0.0)	3.2	0.6	3.7
Share of profit/(loss) from associates	1.1	-	1.3	-	2.4	(0.0)	2.4
EBITDA	101.3	(1.6)	(10.9)	(0.0)	88.9	10.8	99.6
Depreciation/Amortization	(31.3)	(0.1)	(0.3)	-	(31.7)	(2.0)	(33.7)
Operating results	70.0	(1.6)	(11.2)	(0.0)	57.2	8.7	65.9
Income from dividends	1.1	-	-	-	1.1	-	1.1
Financial income & (expenses)	(5.9)	0.4	3.0	-	(2.5)	0.6	(1.9)
Profit/(Loss) before income tax	65.1	(1.2)	(8.2)	-	55.7	9.4	65.1
Income tax	(14.2)	(0.1)	(0.9)	-	(15.3)	(2.9)	(18.2)
Net profit/(loss)	50.9	(1.3)	(9.2)	-	40.4	6.4	46.8

<sup>\*</sup>Excluding Depreciation and Amortization



<sup>\*\*</sup> Environment

# P&L by Segment H1'23.

H1'23 in €m	Concessions	Real Estate	Other	Elimin.	Continuing Operations	Discontinued Operations**	Total
Net sales	135.0	4.9	0.7	(4.4)	136.2	304.6	440.8
Cost of Sales*	(45.3)	(0.4)	(0.4)	4.8	(41.3)	(294.0)	(335.2)
Gross profit	89.8	4.5	0.3	0.4	95.0	10.6	105.6
Selling & Administrative expenses*	(8.2)	(1.8)	(8.2)	(0.4)	(18.5)	(15.0)	(33.5)
Other income & Other gain/(losses)*	2.9	5.9	0.0	0.0	8.8	1.0	9.8
Share of profit/(loss) from associates	0.4	-	2.4	-	2.8	(0.0)	2.7
EBITDA	84.9	8.6	(5.5)	(0.0)	88.1	(3.4)	84.6
Depreciation/Amortization	(33.6)	(0.8)	(0.7)	-	(35.1)	(3.1)	(38.2)
Operating results	51.3	7.8	(6.2)	(0.0)	53.0	(6.6)	46.4
Income from dividends	0.9	-	-	-	0.9	-	0.9
Financial income & (expenses)	(12.4)	(2.4)	1.8	0.0	(13.0)	(4.5)	(17.5)
Profit/(Loss) before income tax	39.9	5.4	(4.4)	0.0	40.9	(11.1)	29.8
Income tax	(11.4)	(0.6)	(0.1)	-	(12.2)	(4.8)	(16.9)
Net profit/(loss)	28.4	4.8	(4.5)	0.0	28.7	(15.8)	12.9

<sup>\*</sup>Excluding Depreciation and Amortization



<sup>\*\*</sup> Construction & Environment

# **Net Debt by Segment.**

30.06.2024 in € m	Concessions (excl. Moreas)	Real Estate	Other	Group (excl. Moreas)	Moreas (non- recourse)	Group	Environment- Held for Sale	Total Group
Short-term Debt	12.7	2.5	0.6	15.8	24.5	40.3	6.7	47.0
Long-term Debt	169.6	0.0	0.0	169.6	357.1	526.7	9.8	536.6
Total Debt	182.2	2.5	0.6	185.3	381.7	567.0	16.6	583.6
Cash	187.5	60.9	45.2	293.5	9.4	303.0	31.4	334.4
Time deposits over 3 months	191.3	-	10.5	201.8	-	201.8	-	201.8
Restricted Cash	4.7	14.1	0.1	18.9	17.5	36.5	2.3	38.8
Financial Assets at amortized cost	7.7	-	121.6	129.3	-	129.3	-	129.3
Total Cash + Liquid Assets	391.2	74.9	177.4	643.6	27.0	670.6	33.8	704.3
Net Debt/ (Cash)	(209.0)	(72.4)	(176.8)	(458.2)	354.7	(103.6)	(17.2)	(120.7)
Intra-segment debt	(182.0)	-	97.5	(84.5)	84.5	-	-	-

31.12.2023 in € m	Concessions (excl. Moreas)	Real Estate	Other	Group (excl. Moreas)	Moreas (non- recourse)	Group	Environment- Held for Sale	Total Group
Short-term Debt	22.8	2.5	0.6	25.9	21.0	46.9	6.0	52.8
Long-term Debt	168.9	0.0	0.0	168.9	367.7	536.6	11.9	548.5
Total Debt	191.7	2.5	0.6	194.8	388.6	583.4	17.9	601.4
Cash	121.1	61.5	84.9	267.5	14.4	281.8	21.0	302.9
Time deposits over 3 months	166.3	-	23.7	190.0	-	190.0	-	190.0
Restricted Cash	8.8	21.2	0.1	30.2	17.3	47.5	2.4	49.9
Financial Assets at amortized cost	9.6	-	-	9.6	-	9.6	-	9.6
Total Cash + Liquid Assets	305.7	82.7	108.7	497.1	31.7	528.9	23.4	552.3
Net Debt/ (Cash)	(114.0)	(80.2)	(108.1)	(302.3)	356.9	54.6	(5.5)	49.1
Intra-segment debt	(176.8)		97.5	(79.3)	79.3	-		-

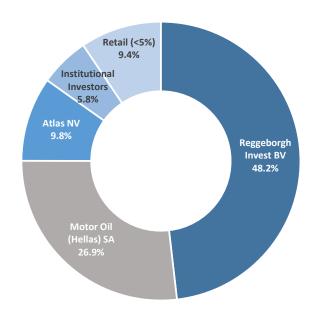


# **Equity, Performance & Shareholders.**





#### Shareholders' structure as of Sep. 9th, 2024





Performance since Jan. 3<sup>rd</sup>, 2022 until Sep. 9<sup>th</sup>, 2024

# **Glossary / Alternative Performance Measures.**

#### **EBITDA**

(Earnings before Interest, Tax, Depreciation and Amortization): Earnings before interest, tax, depreciation and amortization, which is equal to Operating Results in the Group's Income Statement plus depreciation and amortization presented in the Statement of Cash Flows

#### EBITDA MARGIN

Earnings before interest, tax, depreciation and amortization to revenue

#### **EBIT**

(Earnings before Interest and Tax): Earnings before interest and tax which is equal to Operating Results in the Group's Income Statement

#### **NET DEBT**

Total short-term and long-term borrowings, less cash and cash equivalents, restricted cash, time deposits over 3 months, other financial assets at amortised cost/financial assets held to maturity (bonds) and money market funds (disclosed in financial assets at fair value through other comprehensive income/available-forsale financial assets)

#### NET BEBT EXCLUDING LEASES

Net Debt excluding leases is used by management to evaluate the Group's capital structure and leverage excluding financial liabilities related to leases, for comparability purposes with prior years.

#### LTM

Refers to a period of twelve months ending in the designated quarter.



